Top NetSuite Implementation Partners in India: Services, Expertise and Selection Guide

The reason for delays in most NetSuite implementations is not a problem in the software. It is the fact that companies do not choose their implementation partners correctly. Searching for a top NetSuite implementation partner in India is one of the major factors that affects on what day and date your implementation will go live.

Doing that is entirely different and more difficult than shopping for a list of features. This is why comparing various partners is more crucial than the platform demo.

Who Are the Top NetSuite Implementation Partners?

All NetSuite Solution Providers do not operate at the same scale. The Fortune 1000 rollouts that take hundred-person teams and similar pricing are handled by global consulting firms. On the other hand, medium-sized NetSuite consulting partners work in a different way. Teams are smaller, consultants are already named who stay on the project from the beginning to the end and pricing which is built for companies that do not have a six-month procurement cycle.

The six companies that we will discuss fall in the medium-sized category, where most of the growing businesses actually shop.

Cinntra

Cinntra is an Oracle NetSuite Solution Provider in India, with headquarters in Noida, and works with medium-sized manufacturers, distributors, and services companies to help them with implementation, customization, and support after go-live.

What sets Cinntra apart from other companies in this list, it has a delivery presence in US, UAE, Canada, and Africa and has successfully completed projects in various industries such as pharmaceuticals, automotive, construction, chemical, retail, FMCG, and many more. The company is positioned as the one with a single and consistent delivery team which stays in touch with the client throughout the process, from the initial discovery to support after go-live.

inoday

inoday is a NetSuite Solution Provider that is based in Delhi NCR and offers implementation, customization, and managed services for Indian mid-sized businesses. The company has a reputation of working mainly in the manufacturing and distribution industry with a delivery team that is based in India.

EPIQ Softech

EPIQ Softech is an Oracle-authorized NetSuite implementation partner that has a presence in both India and the US. This dual-location model helps those companies that want an implementation team available in both time zones without having to outsource the job to a third party.

AGSuite

AGSuite is a NetSuite implementation partner That has operations in India and the US. It is also a premium Zoho partner that is selected by companies which need an implementation and integration work across various ERP and CRM systems.

VNMT Solutions

It is a NetSuite Alliance Partner recognized globally and also an official Solution Provider in India that delivers implementation and Celigo integration in India, Australia, and the US. This multi-

country presence makes it a very common choice for companies that have been running operations in more than one of these countries.

Even though the company size and certification level matters, it does not tell the entire story. The following table is going to help you compare, side-by-side, what will suit you the best.

Partner	Industry Reach & Presence	Platform Focus	Best Fit For
Cinntra	Pharmaceuticals, automotive, construction, chemical, retail, FMCG; delivery in India, US, UAE, Canada, Africa	NetSuite implementation, customization, post-go-live support	Mid-market companies wanting multi-country delivery reach and cross-industry experience
inoday	Primarily manufacturing and distribution; India-based delivery only	NetSuite implementation, customization, managed services	Mid-market manufacturing/distribution companies wanting an India-based NetSuite specialist
EPIQ Softech	General mid-market; delivery in India and US	NetSuite ERP-CRM implementation, integration, support	Companies wanting a partner with delivery presence in both India and the US
AGSuite	General mid-market with CRM crossover; delivery in India and US	NetSuite + Zoho, integration-focused	Implementations needing integration across ERP and CRM systems
VNMT Solutions	General mid-market; delivery in India, Australia, US	NetSuite (Alliance Partner) + Celigo integration	Companies needing multi-time-zone delivery coverage

What differentiates these six companies is not the platform width but the focus of delivery - a specialist with only NetSuite knowledge, a company with multi-country delivery capacity, or a company that has single market operations. None of these mentioned companies is “best overall” because the right one depends on what your priority is. Whether it is deep platform expertise, complicated integration work, multi-country reach, or a team size suitable for a single market, there is a right NetSuite implementation partner for you.

How To Choose the Right NetSuite Implementation Partner?

What's The Difference Between a Solution Provider and An Alliance Partner?

You should be able to understand the difference before making a decision.

- **NetSuite Solution Providers:** Sell licenses and provide implementation of the software package as well. Only one person manages the process from licensing to delivery.
- **Alliance Partners:** They do implementation and optimization only and don't provide the license. These are usually boutique or specialized firms that have expert knowledge of a specific industry/vertical.

What Questions Should You Ask Before Signing a Contract?

- What are the names of the consultants who will actually carry out your project? Not the names in the sales deck because the two are not always the same
- How many NetSuite implementations that specific team has completed? Not the company as a whole.
- What happens when scope changes in the middle of the project? Because every implementation comes across at least one unplanned change, so the partner's response here makes it the one that manages risks well instead of the one that just charges you money for risks.
- Ask for two references in your industry and actually get in touch with them.

How Much Does a NetSuite Implementation Cost?

There's no fixed number for this because the cost depends on a number of factors:

- The number of legal entities and subsidiaries the company has
- How much data needs to be cleaned before migration can start
- How many existing systems the company has that need integration
- The level of customization needed by the company beyond basic modules

If a partner gives you a number without a discovery phase are just guessing, and that guess most probably will change after six weeks.

What is The Timeline for a NetSuite Implementation?

A standard NetSuite implementation services project for a mid-sized company usually takes twelve to twenty weeks right from the kick-off to go-live. It includes the steps – discovery, process mapping, configuration, data migration, testing, and then training. Discovery itself takes two to three weeks, and a partner who skips this step has no idea how the business actually runs. This means that the gap will come up later, and they will have to work on it again. Projects of companies with multiple entities take longer than six months. The go-live date documented before discovery is always an estimate and not a plan.

Should You Choose a Partner Based on Their Post-Go-Live Support Model?

Yes, because it is the most important criteria and the one that companies often skip. You should always ask about who answers when a user cannot close a sales order, or how a bug will get fixed, or if the support will be billed on an hourly basis, retainer basis, or will it be bundled in. Partners who believe that go-live is the ultimate goal will most definitely disappear right when any issues actually occur.

Many projects that overrun do so because the implementation partner is not the right one for the company. The platform is fine. A common problem is that the experienced consultants who are introduced during the sales process are switched with a completely different team when the project starts. The best NetSuite implementation partners are transparent from the start – the same consultants who are involved initially also carry out discovery, implementation, and go-live.